

## Message Text

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62

ACTION EB-03

INFO OCT-01 ARA-06 ISO-00 L-01 SS-14 INR-05 SP-02 /032 W

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R 251805Z APR 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 4888

C O N F I D E N T I A L LIMA 3425

STADIS////////////////////////////////////

LIMDIS

FOR EB/TT/AV - STYLES

EO 11652: GDS

TAGS: EAIR, PE

SUBJECT: CIVAIR - DISPUTE WITH PERU - CONVERSTAION WITH  
SOLARI

REF: LIMA 3426

1. FOREIGN MINISTRY OFFICIAL SOLARI TELEPHONED AMBASSADOR  
APRIL 24 OSTENSIBLY TO APOLOGIZE FOR HIS FAILURE TO IN-  
FORM EMBASSY OF HIS TRIP TO WASHINGTON PRIOR TO HIS DE-  
PARTURE. (AMBASSADOR HAD EARLIER EXPRESSED HIS SURPRISE  
TO FOREIGN MINISTRY SEC GEN GARCIA BEDOYA AT SOLARI'S  
FAULURE TO DO SO.) SOLARI SAID THAT HE HAD SEEN COPY  
OF AMBASSADOR'S LETTER OF APRIL 22 TO FOREIGN MINISTER  
AND THAT HE (SOLARI) WAS IN GENERAL AGREEMENT WITH ITS  
CONTENTS. HOWEVER, HE SAID, HE THOUGHT IT WAS GOING TOO  
FAR TO INTERPRET AEROPERU'S LETTER AS REJECTION OF  
BRANIFF PROPOSAL. AMBASSADOR SAID IT COULD HARDLY BE  
INTERPRETED AS ANYTHING ELSE, PARTICULARLY AFTER GULMAN  
HAD SPECIFICALLY STATED THAT IT WAS A REJECTION, THAT  
ANY AGREEMENT COULD BE NO LONGER THAN ONE YEAR, AND THAT  
BRANIFF WOULD HAVE TO GIVE UP BRAZIL SERVICE. SOLARI SAID  
HE RECALLED GULMAN'S REMARKS TO THIS EFFECT BUT THEY SHOULD  
NOT BE GIVEN TOO MUCH EMPHASIS.

2. SOLARI THEN SAID THAT IT SHOULD BE BORNE IN MIND THAT  
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IN ABSENCE OF SOTO, GULMAN WAS NOT IN POSITION TO BE MORE

FLEXIBLE OR TO GO BEYOND TERMS OF LETTER. AMBASSADOR REPLIED THAT SOLARI AND AEROPERU COULD NOT HAVE IT BOTH WAYS, SAYING ON THE ONE HAND THAT DURING SOTO'S ABSENCES OTHER AEROPERU OFFICERSHAD FULL POWERS, AND THEN SAYING ON THE OTHER THAT WHEN SOTO NOT PRESENT AEROPERU REPRESENTATIVES COULD NOT NEGOTIATE. AMBASSADOR REPEATED HIS INABILITY TO UNDERSTAND SOTO'S CONTINUED ABSENCE FROM NEGOTIATING SESSIONS, IN PARTICULAR FINAL SESSION WHICH ALL CONCERNED KNEW TO BE HIGHLY IMPORTANT. AMBASSADOR ALSO NOTED THAT TO MUCH STRESS HAD BEEN PLACED ON RANK OF RESPECTIVE NEGOTIATORS; AS LONG AS BOTH SIDES HAD POWERS TO NEGOTIATE. RANK DID NOT MATTER. SOLARI SAID HE AGREED.

3. AMBASSADOR THEN TOLD SOLARI THAT IN HIS BIEW, AEROPERU'S APPROACH TO ENTERING CIVIL AIR MARKET IS WRONG. IT APPEARS TO BE DOING SO OVER THE DEAD BODIES OF OTHER AIRLINES. AEROPERU COULD BUILD UP TRAFFIC IN COOPERATION WITH OTHER AIRLINES, WHEREAS METHOD IT HAS CHOSEN WILL REUCE OVERALL TRAFFIC, HARM TOURISM, AND AMAGE PERU'S IMAGE. VENDETTA IS A MISTAKE.

4. AMBASSADOR SAID THAT IF SOLARI AND FOREIGN MINISTRY WISHED TO INFORM HIS THAT NEGOTIATIONS BETWEEN TWO AIRLINES WERE NOT OVER AND THAT SOTO LETTER DID NOT CONSTITUTE A REJECTION OF BRANIFF'S OFFER, THEN THEY SHOULD DO SO IN WRITING IN REPLY TO HIS LAST LETTER. HE WOULD APPRECIATE ANY SUGGESTIONS THEY MIGHT HAVE, BUT HE FRANKLY HAD TUN OUT OF IDEAS. AMBASSADOR WENT ON TO POINT OUT THAT HE HAD HAD TO ARGUE STRONGLY TO KEEP BRANIFF REPRESENTAIVE DE MURIAS HERE OVER WEEKEND IN ORDER TO ATTEND MONDAY SESSION. HE HAD HONE SO ON BASIS OF INDICATIONS FROM GOP, INCLUDING AMBASSADOR MARCHAND IN FOREIGN MINISTRY, THAT THERE MIGHT BE SEOM FLEXIBILITY ON AEROPERU'S SIDE. IN FACT, AS SOLARI KNEW, THERE HAD BEEN NONE. PERUVIAN SIADDE KNEW THAT BRANIFF OFFER WAS FINAL AND THAT MONDAY'S MEETING WOULD BE THE LAST IF IT WERE REJECTED; IF SOULD HAVE COME AS NO SURPRISE TO GOP THAT BRANIFF HAD GONE HOME. AMBASSADOR CONCLUDED BY NOTING THAT HE WAS AWARE OF STATED GOP DESIRE TO AVOID CONFRONTATION ON THIS ISSUE; ON THE OTHER HAND, AS SOLARI HIM-  
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SELF WAS NOW PERSONALLY AWARE, GOP SHOULD BE CONSCIOUS OF WASHINGTON THINKING ON THIS MATTER AND WHAT NEXT STEP MIGHT BE.

5. COMMENT: IT SEEMS CLEAR THAT ACTUAL PURPOSE OF SOLARI'S CALL WAS TO PROBE EMBASSY THINKING ON CIVAIR ISSUE, AND WE KNOW FROM SUBSEQUENT CONVERSATION (SEPTEL) THAT HE BRIEFED SECGEN GARCIA BEDOYA ON AMBASSADOR'S

COMMENTS. HOWEVER, NEITHER THIS NOR LATTER CONVERSATIONS  
CONVEYED ANY INDICATION THAT GOP IS CONSIDERING ANY ACTION  
WHICH MIGHT SERVE TO HELP SOLVE IMPASSE.  
DEAN

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## Message Attributes

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